



JOB DESCRIPTION

Inside Sales Exec

Reports to: Head of Marketing

Team: Marketing

Location: Remote

We are Circus Street.

Circus Street is the only specialist provider of online training in digital skills, specifically designed for global enterprises.

We know that digital skills are crucial in modernising enterprises, and we partner with clients to deliver learning linked to specific business goals: working together, this focused approach drives impressive business results.

Our exceptionally engaging training covers topics from eCommerce and data analytics to digital marketing to help teams understand how technology is changing the relationship between businesses and their customers. Alongside this, we have an award winning culture offering a range of personal benefits from creative leave days to our exceptional personalised wellness offering - but don't take our word for it! Check out our video here <https://vimeo.com/195957703>.

We work with more than 200 'Fortune 500' brands around the world, to populations ranging from 1,000-100,000+ users. Come and join us...

Job Purpose

We need a dynamic, entrepreneurial and intelligent individual to engage with potential clients and help to grow our business, through logical category research and strong commercial industry knowledge.

The successful applicant will show energy and enthusiasm to help support the sales efforts of the APAC and EMEA operation by communicating with potential new clients through phone, email

and other channels, researching the market and booking meetings for the senior sales team in support of the new business efforts.

Key Responsibilities

- Secure meetings for the senior sales team by outbound prospecting calls, e-mails and numerous other touch points from campaign lead sources and cold contacts.
- Following up client calls with information and proposals
- Analysis of current client data and sector information
- Managing client requests
- Working with sales and marketing to convert current leads
- Contacts and appointments secured
- Field inbound phone calls and e-mail based inquiries for more information.
- Pre-qualify all leads and distribute them accordingly to the Head of Marketing for further qualification.
- Educate prospects on the benefits of Circus Street lessons
- Effectively manage daily / monthly activities including call volume, pipeline/forecasting and quota goals.
- Follow up with the manager and direct sales teams to ensure lead hand-off is successful and seamless.
- Handle inbound, unsolicited prospect calls and convert them into sales.
- Generate a designated number of sales qualified leads based on targets set by the manager.
- Investigate and troubleshoot CRM issues related to your leads

The Circus Street Mindset

- **Empowerment** - Solving difficult challenges, embracing ownership.
- **Self-Awareness** - Making positive behavioural change, moving towards higher personal success.
- **Optimism** - The way in which we approach a challenge, determines the experience and outcome.

Experience

- Strong written ability and excellent communication skills – create a collaborative atmosphere within the team while achieving key objectives
- A willingness to learn
- An interest in digital marketing and technology
- Proficient computer skills including CRM systems preferably Hubspot & salesforce

- Sales training/experience in a needs-based selling approach
- Experience in selling SaaS will be advantageous
- Comfortable engaging with corporate clients at a variety of levels up to and including C-Suite

Sounds great doesn't it? And in return we offer...

- Private Healthcare for everyone on joining
- Dedicated Wellness Manager to help you achieve an optimal state of health and wellbeing
- Competitive salary
- Working from home (subject to internal guidelines)
- 25 days annual leave per year with an additional duvet day - we know this year has been hard!
- 6 Personal Development Days per year
- 6 Volunteering Days per year
- 4pm Friday finish
- Company Pension Scheme
- Variety of clubs and activities (incl Run Club, Games Night and yoga to name a couple) -
- CS Benefit Hub. Access to a huge variety of retail and leisure discounts and Eyecare Voucher scheme
- Cycle to Work Scheme. Up to the value of £1,000 (available upon successful completion of probation period)